

**From:** Thomas J. Kline  
**To:** Microsoft ATR, [fin@mobilizationoffice.com](mailto:fin@mobilizationoffice.com) @inetgw  
**Date:** 1/10/02 5:11pm  
**Subject:** Microsoft Settlement

Attached is the letter we have drafted for you based on your comments. Please review it and make changes to anything that does not represent what you think. If you received this letter by fax, you can photocopy it onto your business letterhead; if the letter was emailed, just print it out on your letterhead. Then sign and fax it to the Attorney General. We believe that it is essential to let our Attorney General know how important this issue is to their constituents. important this issue is to their constituents.

When you send out the letter, please do one of the following:

- \* Fax a signed copy of your letter to us at 1-800-641-2255;
- \* Email us at [fin@mobilizationoffice.com](mailto:fin@mobilizationoffice.com) to confirm that you took action.

If you have any questions, please give us a call at 1-800-965-4376.  
Thank you for your help in this matter.

The Attorney General's fax and email are noted below.

Fax: 1-202-307-1454 or 1-202-616-9937

Email: [microsoft.atr@usdoj.gov](mailto:microsoft.atr@usdoj.gov)

In the Subject line of the e-mail, type Microsoft Settlement.

For more information, please visit these websites:  
[www.microsoft.com/freedomtoinnovate/](http://www.microsoft.com/freedomtoinnovate/)

[www.usdoj.gov/atr/cases/ms-settle.htm](http://www.usdoj.gov/atr/cases/ms-settle.htm)\*\*\*\*\*

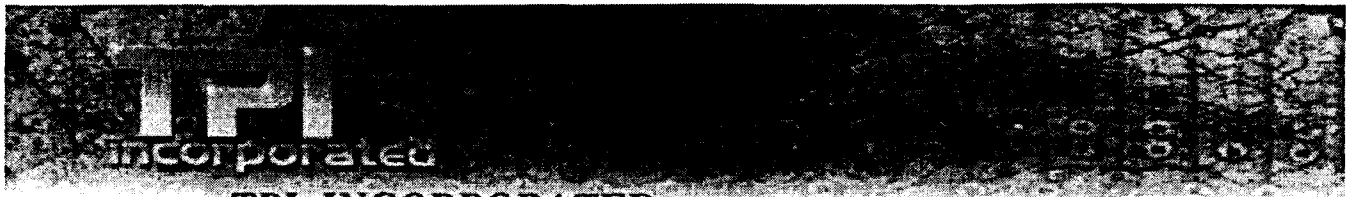
v/r

Thomas J. Kline

TPI Inc.

619-303-3292

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January 7, 2002

Attorney General John Ashcroft, U.S. Department of Justice  
950 Pennsylvania Avenue  
Washington, DC 20530

Dear Mr. Ashcroft,

I am writing to express my concerns regarding the Justice Department lawsuit against Microsoft. If this lawsuit had succeeded to the extent envisioned by government lawyers, Microsoft's competitors, and some on the federal bench, the real penalty would have devolved to the entire IT industry, and thus to the American economy and people.

Just because Microsoft's competitors have been unable to develop products that are comparable with Microsoft's products in value to the consumer, it does not follow that the government should step in and, in effect, "dumb down" Microsoft in an effort to make those less innovative companies more competitive with Microsoft. We have seen this principle tried with regard to our national educational policies, and it simply does not work.

It is good for a company like Microsoft to stand on a principle of unapologetic excellence. If its products and innovations are better than anyone else's, then that is its reward for its work ethic, perseverance, and technical excellence. No laws are violated when a company develops superior products.

Similarly, if Microsoft's products and innovations slip into second, or third place, then that is where Microsoft deserves to be. That is the essence of the competitive marketplace. To have the government attempt to subvert the role of these competitive forces can serve only to upset the natural dynamic of the marketplace.

The settlement now in place, one in which Microsoft has agreed to an equal pricing structure for licensing preinstalled software to hardware makers, provides a reasonable basis for closure of this matter, and I urge the Department of Justice to seek acceptance by all parties. I believe that this will best serve the interests of all of the parties, but more important, it will best serve the interests of the American people.

Sincerely,

A handwritten signature in black ink, appearing to read 'Thomas V. Blanton'. The signature is stylized with a large, sweeping 'T' and 'B'.

Thomas V. Blanton